

Therapeutic Solutions Business



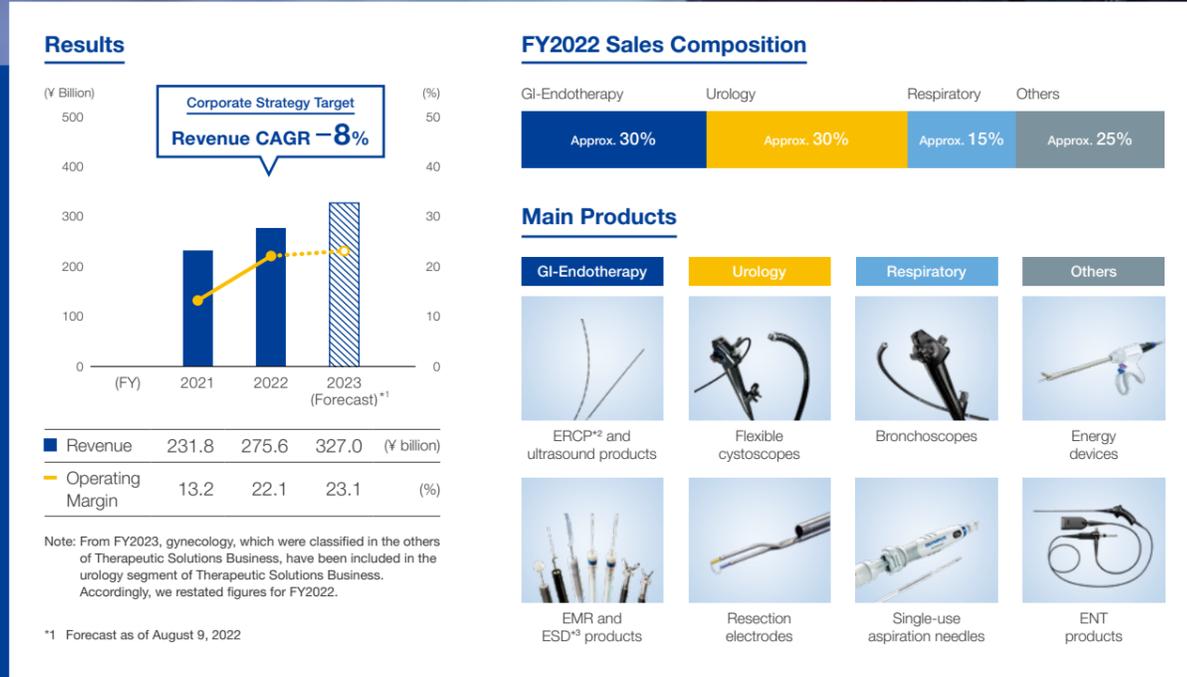
Therapeutic Solutions Business



To elevate the standard of care through minimally invasive solutions across targeted diseases while delivering above-market, sustainable growth.”



Seiji Kuramoto (left), Gabriela Kaynor (right)
Co-heads of Therapeutic Solutions Division



Operating Environment

- Increased procedures driven by aging population and the rise of chronic disease
- Intensifying cost pressures on health systems continues to drive focus on both clinical and economic value and require new care models focused on improved patient outcomes
- Ongoing shift from open surgeries to minimally invasive treatments that improve patient outcomes and optimize total cost of care
- Changes in demand for care with a shift to lower cost care settings (from inpatient to outpatient) enabled by less-invasive techniques

Strategies, Progress, and Future Measures by Area

Business Foundations

Strategies	Highlights
<ul style="list-style-type: none"> Deliver above-market, profitable growth through clinically and economically differentiated solutions Focus on disease states in specialties where we can have a market-leading impact Operate efficiently from inception to sale while ensuring utmost quality and reliability Leverage business development to accelerate expansion of the product portfolio through external partnerships, licensing and M&A 	<ul style="list-style-type: none"> Exceeded growth and operating profit targets, delivering positive above market growth across overall Therapeutic Solutions Business portfolio Key therapeutic areas strengthened through series of deals and partnerships Further strengthened our position as a global medtech company by establishing Olympus Innovation Ventures to invest in pioneering startups with innovative technologies that improve clinical outcomes, reduce healthcare costs, and enhance the quality of life for patients

Focusing on Three Therapeutic Areas

To accelerate growth in Therapeutic Solutions Business and enhance our value in minimally invasive therapy, we will focus on category leadership across three therapeutic areas

Strategies	Highlights
<p>1 GI-Endotherapy</p> <p>Expanding clinically and economically differentiated product portfolio across all key categories, including ERCP*2, ESD*3, metal stents, and hemostasis devices</p>	<ul style="list-style-type: none"> Global results of Arc Medical Design Ltd. portfolio outpace pre-integration assumptions and global integration is on track Entered into U.S. distribution of EndoClot Plus, Inc. to broaden GI-ET footprint in focus area of hemostasis management ERCP segment continues to be an area of focus and growth for the GI-ET exhibiting strong year over year growth
<p>2 Urology</p> <p>Becoming the global leader in BPH, stone management, and bladder cancer through customer-focused innovation and compelling clinical differentiation</p>	<ul style="list-style-type: none"> Drove double-digit growth in Plasma Resection for BPH & bladder cancer while generating significant incremental revenue and profit through the SOLTIVE SuperPulsed Laser System launch Finalized Medi-Tate Ltd. acquisition and integration and established key commercial & market development capabilities to enable adoption of the iTind minimally invasive solution for BPH
<p>3 Respiratory</p> <p>Delivering market-leading solutions designed to improve care and prognosis of lung cancer patients through accurate, early diagnosis and staging</p>	<ul style="list-style-type: none"> Ongoing market expansion of EBUS-TBNA portfolio fueled by launch of new EBUS bronchoscope in U.S. and China last year and expanded lung cancer solution with Veran SPIN electromagnetic navigation platform Expedite Veran Medical Technologies, Inc. integration and merger activities and capture value of synergies through focus on new product pipeline Drive expansion of the core bronchoscopy portfolio in U.S. including single-use bronchoscopes while focusing on delivering the right clinical solution, in all situations

Other Therapeutic Areas

Strategies	Progress and Future Measures
<ul style="list-style-type: none"> Expand energy solutions portfolio Protect and grow laryngology and rhinology businesses through investing in solutions that follow market shifts toward minimally invasive procedures across the continuum of care 	<ul style="list-style-type: none"> Expanding launch of POWERSEAL, an advanced bipolar surgical energy device with strong and efficient sealing of vessels, throughout 2022. Further strengthening the energy device portfolio with THUNDERBEAT and SONICBEAT Launched CELERIS single-use microdebrider, which is designed for ENTs. CELERIS eliminates staff disruption and helps to improve patient outcomes by reducing infection risk

*2 Endoscopic Retrograde Cholangio Pancreatography

*3 Endoscopic Mucosal Resection, Endoscopic Submucosal Dissection